

## Message Text

CONFIDENTIAL

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ACTION EB-03

INFO OCT-01 ARA-06 ISO-00 L-01 INR-05 SS-14 INRE-00 SSO-00

SP-02 /032 W

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O 162300Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 4774

C O N F I D E N T I A L LIMA 3163

STADIS////////////////////////////////////

LIMDIS

FOR EB/TT/AV- STYLES

EO 11652: GDS

TAGS: EAIR, PE

SUBJECT: CIVAIR - DISPUTE WITH PERU A AMBASSADOR'S MEETING  
WITH FOREIGN MINISTER

REF: LIMA 3128

1. SHORTLY AFTER NOON TODAY AMBASSADOR CALLED ON FOREIGN OFFICE SECRETARY GENERAL GARCIA BEDOYA, LATER JOINED BY FOREIGN MINISTER DE LA FLOR, TO PRESENT FINAL BRANIFF OFFER DESCRIBED REFTEL. IN INITIAL CONVERSATION WITH GARCIA BEDOYA, AMBASSADOR REVIEWED YESTERDAY'S CONVERSATION WITH AMBASSADOR MARCHAND WITH SPECIAL REFERENCE TO EXAMPLES OF MISINFORMATION RECEIVED BY DE LA FLOR REGARDING STATE OF PLAY OF NEGOTIATIONS AND IDENTITY AND WHEREABOUTS OF SENIOR BRANIFF NEGOTIATOR. AMBASSADOR EMPHASIZED THIS POINT TO SECGEN AND LATER TO FONMIN AS ONE OF SEVERAL REASONS WHY HE HAD VOLUNTEERED PERSONALLY TO PRESENT FINAL BRANIFF OFFER AT HIGHEST LEVELS FOREIGN MINISTRY. OTHER REASONS INCLUDED FOREIGN MINISTER'S ROLE AS GOP OVERALL COORDINATOR OF THESE NEGOTIATIONS; SERIOUSNESS OF EMPASSE THAT HAD DEVELOPED; DESIRE TO FORESTALL IMPENDING NEXT STEP OF 213 ORDER; AND URGENT NEED FELT BY BRANIFF FOR DEFINITION OF SITUATION IN ORDER TO MEET IMPENDING DEADLINE TO  
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FILE NEW ROUTES AND FREQUENCIES TO CURTAIL LOSSES CAUSED BY

ARBITRARY AND RESTRICTIVE GOP OPERATING PERMIT AND TO HANDLE INCREASED SUMMER TOURIST TRAFFIC EXPECTED TO BEGIN SOON.

2. IN INITIAL CONVERSATION SECGEN DEMURRED ABOUT POSSIBILITY MODIFYING 24-FREQUENCY AEROPERU OFFER AND EXPRESSED SPECIAL CONCERN ABOUT NUMBER OF FREQUENCIES, DIRECT AND INDIRECT, TO B.A. INCLUDED IN BRANIFF PROPOSAL. FONMIN'S INITIAL REACTION WAS TO SAY THAT HE WOULD ACT AS INTER-MEDIARY PASSING BRANIFF OFFER ALONG TO AEROPERU NEGOTIATING TEAM. AFTER FURTHER CONVERSATION AND A CAREFUL READING OF THE OFFER, HOWEVER, DE LA FLOR CAME TO APPRECIATE ITS IMPORTANCE AND FINALITY AND CONCLUDED, AS HE CAREFULLY FOLDED UP AND PLACED THE ONE-PAGE DOCUMENT IN HIS POCKET, THAT HIS NEXT STEP WAS TO REQUEST AN IMMEDIATE AUDIENCE WITH THE PRIME MINISTER TO TAKE IT UP WITH HIM.

3. COMMENT: IT IS OBVIOUS THAT BOTH MEN HAD READ WITH CARE THE LETTER THAT BRANIFF'S REPRESENTATIVE DE MURIAS HAD HANDED TO AEROPERU CHIEF SOTO VERA TOWARD THE END OF YESTERDAY'S NEGOTIATING SESSION AND ALSO HAD BEEN BRIEFED ON YESTERDAY'S CONVERSATION BETWEEN AMBASSADOR AND MARCHAND. IT ALSO APPEARS LIKELY THAT COPIES OF THAT LETTER WHICH WE DELIVERED TO OFFICES OF PRIME MINISTER AND AIR MINISTER YESTERDAY EVENING HAD BEEN SUBJECT OF SOME INTER-MINISTERIAL ATTENTION. WE CANNOT FORETELL THE OUTCOME BUT THE BALL IS IN GOP'S COURT AND MATCH POINT SEEMS NEAR.  
DEAN

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## Message Attributes

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